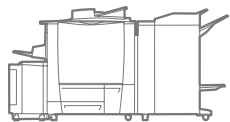


Xerox® ColorQube™  
9201/9202/9203  
Tabloid-size  
Color  
Multifunction Printer



# Xerox ColorQube 9201/9202/9203 Multifunction Printer Evaluator Guide



# About this Guide

**This Evaluator Guide introduces you to the ColorQube™ 9201/9202/9203 multifunction printer**, explains its key features and performance advantages and provides guidance throughout your evaluation process.

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# Section 1: Evaluating Workgroup Color Multifunction Printers

## Evaluation Overview

**As the need for color output, scanning, asset management, security and content management continue to drive IT technology decisions**, the need to integrate multifunction printers (MFPs) into your business processes escalates.

Different individuals have different needs and concerns regarding multifunction capabilities—do you recognize any of these individuals?

- **The office manager** who is concerned with skyrocketing print costs
- **The IT manager** who is trying to reduce IT overhead
- **The administrator** who needs to handle the supplies of the MFP
- **The end user** who is worried about productivity
- **The facilities manager** who is charged with “doing something” to support the company’s sustainability initiatives

### How do you know which MFP is the right fit?

Based on continuous study of our customers’ requirements, Xerox recommends that you consider using the following criteria when evaluating which workgroup- or department-class color multifunction printer to purchase for your office.

### Color Costs

Will your company benefit from true cost savings throughout the life of the color MFP?

### Ease of Use and Management

Does the MFP include tools and features to lighten the load for your IT staff?

### Environmental Impact

Will the MFP’s printing technology help your office meet its sustainability goals?

### Productivity

Can the MFP keep up with your office workload and deliver outstanding color print quality?

### Installation and Deployment

How does the MFP ease the demands of the deployment process?

### Versatility

Can the MFP be customized to meet your specific requirements now and in the future?

### Security Capabilities

Does the MFP help keep your confidential information private?

### Reliability

Is the MFP robust enough to meet your needs and backed by quality service?

This section examines each of the above evaluation criteria in greater detail, covering the specific features and performance attributes you should look for in a workgroup- or department-class color multifunction printer. When the same criteria are used to evaluate every MFP under consideration, you’ll see how the ColorQube™ 9201/9202/9203 multifunction printer excels against other manufacturers’ products.

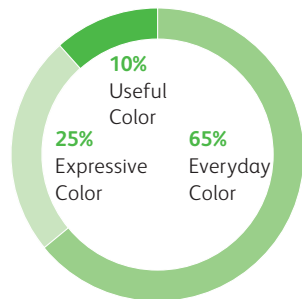
# Section 1: Evaluating Workgroup Color Multifunction Printers

## Color Costs

**Most common office documents viewed on a computer screen contain color—**so why shouldn't there be color when those documents are transferred onto paper?

### Typical office document color distribution

Office color documents can be classified by the amount of color used. According to Xerox research, the following is a breakdown of color documents in a typical office environment\*:



Useful Color



Everyday Color



Expressive Color



\*This distribution may vary by customer location and does not include black-only pages.

### How the ColorQube™ 9201/9202/9203 breaks through the cost-of-color barrier:

The ColorQube 9200 series breaks through the color page price barrier. Only Xerox can deliver on the promise of affordable color for every document, every day, because only Xerox has the patented solid ink technology to make it practical. Now you can lower the cost of color printing for approximately 75 percent of your color pages.

Most cost-per-copy plans consist of one billing rate for black-and-white pages and one rate for color pages. This may be good for full coverage or black-only documents, but this fails to take into account the range of color documents that customers actually print.

With the ColorQube 9200 series, unique metered price plans are based on the actual color used on the page. No more paying expensive full-color page prices for small amounts of color. Pages with useful amounts of color are billed at the same rate as black-and-white pages. The more color pages you print, the more you save. On most color pages, the price will drop significantly.

The ColorQube 9200 series creates images by printing tiny spots (called pixels) of black and color on the page. The MFP automatically counts how many color pixels are used to produce each printed page. Individual pages are tallied on three separate meters in the machine based on how many color pixels are on a particular page.

The only factor that determines which meter is incremented by a given printed page is the number of color pixels used in printing that page. Therefore, you only pay for the amount of color used on each page, independent of paper size and independent of the print quality mode a user has selected.

# Section 1: Evaluating Workgroup Color Multifunction Printers

## Ease of Use and Management

**Look for fully integrated functions that work together** to create more value than the sum of their parts. Are the functions easy to learn? Is the user interface consistent from function to function? Do the network features give users full access to the power of your network? Does the MFP include additional software to take full advantage of digital documents? Is the MFP easy for your IT organization to manage as part of its infrastructure? Is the MFP compatible with the latest technologies? Can it be easily upgraded to stay up to speed with new technological developments?

### **How the ColorQube™ 9201/9202/9203 exceeds the ease of use requirement:**

#### **Consumable Supplies**

Solid ink is a cartridge-free technology. The ink is a true consumable—simply drop the ink into the device—there are no cartridges to recycle or dispose of. Ink loading is a simple process with easy drop-in loading. It's a no-mess process and each color has a unique shape to eliminate mix ups. You can load up to six sticks of each color into each chute, and each stick has an ISO yield of 10,000 prints per black ink stick and 9,250 prints per color ink stick. Because solid ink provides you with the unique ability to top off while the device is running, you can have 55,500-prints-worth of each color at all times.

#### **Intelligent Ready**

Intelligent Ready is a program where the machine actually learns your unique usage patterns. The ColorQube 9201/9202/9203 will be ready when you need it to be. This can result in pages being generated in about 7.2 seconds.

#### **Embedded Help videos and Illuminated Paper Path**

Embedded help videos offer quick troubleshooting assistance right at the front panel, while front-door access and the illuminated paper path makes occasional access fast, easy and worry free. Any paper jams or misfeeds that do occur are easily cleared, enabling users to proactively resolve most issues and limit help-desk calls

#### **Consistent look and feel**

The ColorQube 9201/9202/9203 multifunction printer is built on the same controller platform as industry-leading Xerox WorkCentre® multifunction printers. You get all the benefits of easy-to-use Solid Ink technology with the proven advantages of tried-and-true Xerox MFP expertise.

#### **Front panel user interface**

It doesn't matter if a job is simple or complex—the front panel user interface (UI) on ColorQube 9201/9202/9203 devices is easy to learn and offers quick job programming. It features touch-screen functionality and intuitive organization, with the most commonly accessed features on the default screen and tab-based access to advanced programming features. A selection of buttons accompanies the touch-panel UI for manual command and numbers inputs, management features access, and job execution (with the familiar green Start button). Third-party applications can be integrated with the front panel UI as well. Regardless of whether you've used a Xerox copier/printer or multifunction printer in the past, you will find ColorQube 9201/9202/9203 devices a pleasure to use.

# Section 1: Evaluating Workgroup Color Multifunction Printers

## Ease of Use and Management

### Accessible advanced features

Advanced features like Covers, Transparency Interleave and N-up give you a variety of output options. And with Build Job, you can easily integrate documents from the document handler and the platen, or from different paper trays—you can even mix simplex and duplex output into a single job. Use Sample Last Segment to review or change the output of your job section by section. There's no need to rescan the entire job if you make an error; use Sample Set to run a proof set of the entire job to be sure the output exactly matches your requirements before it's printed.

### Bidirectional drivers

The ColorQube 9201/9202/9203 utilizes CentreWare® print drivers to provide an easy, intuitive method of programming jobs and receiving updated system status information. Like the front-panel touch-screen UI, the print drivers are intuitively organized by tabs. The most commonly used features are located on the default tab, with advanced features easily accessible when programming more complex jobs. The print drivers also provide bidirectional information like system status, job status, currently loaded paper sizes, installed options and more.

Advanced functions such as Watermarks, Invert Image, Print-To-Edge, N-up, Booklet Layout, Transparency Interleaving, and Covers are simple to access from the print drivers and front panel. Easy-to-understand icons access the most commonly used functions, such as paper select and document finishing. Plus with the Saved Settings feature, frequently used print job parameters can be stored for reuse.

### How the ColorQube™ 9201/9202/9203 exceeds the IT compatibility

Cutting-edge Internet and security standards meet today's most demanding office requirements. Redesigned to enhance your IT investment, the ColorQube 9200 series offers the latest innovations that are critical to efficient, forward-thinking IT operations:

- **IPv6 support** – The advanced controller in the ColorQube 9200 series supports the IPv6 protocol for printing, scanning and device management.
- **Web Services on Devices (WSD)** – Xerox Web Services technology provides a common framework for describing and sharing information over the Internet, delivering an improved customer experience around connecting, installing, and using Windows-based devices.

- **Smart Card authentication** – The ColorQube 9200 series supports Smart Card technology, which protects against unauthorized access. Users can be authenticated using a two-factor identification system—including both card-based identification and a personal identification number entered at the device user interface—to gain access to the walkup features at the device and the network.
- **1 GB Ethernet** – The new network controller in the ColorQube 9200 series delivers Ethernet connection speeds of up to 1 Gigabit, which triples the speed of standard 10/100/1000 Base T Ethernet connections. This increased performance eliminates network bottlenecks and drastically improves the speed at which jobs reach your ColorQube 9200 series device.
- **Xerox Global Print Driver and Xerox Mobile Express Driver** – The ColorQube 9200 series supports these two innovative new print drivers that can greatly simplify installing, managing and supporting printers and MFPs on the network, and increase end-user productivity.



### **Automated Services Platform**

Xerox offers SMart eSolutions, an application for automating and simplifying device management and ownership. This set of remote services tools automates the process of reporting MFP usage data to Xerox and ordering replacement supplies when toner levels run low.

- **MeterAssistant<sup>SM</sup>** – automatically collects and securely submits your device meter reads to Xerox using a built-in audit process to increase billing accuracy.
- **SuppliesAssistant<sup>SM</sup>** – proactively manages ink stick supplies and monitors usage to ensure you have the right supplies at the right time.
- **Maintenance Assistant** – offers a fast (and free) way to resolve potential issues, receive assistance and automate the troubleshooting/repair process. Diagnostic data is sent to Xerox, allowing problems to be solved faster with increased uptime.

### **Network management**

It couldn't be easier for a network administrator: ColorQube™ 9201/9202/9203 devices integrate into virtually any network environment. Network configuration is made simple with CentreWare<sup>®</sup> Web configuration wizards, which eliminate the need for IT staff to perform tasks at the front panel of each networked device. ColorQube 9201/9202/9203 devices include support for multiple native network environments, including TCP/IP, SMB, Novel IPX, AppleTalk, Bonjour and IPP. Onboard SNMP support lets customers integrate with other network frameworks.

### **Xerox CentreWare software**

Xerox CentreWare Web (CWW) software is a powerful device management solution for IT departments. CWW is free software that eases the chore of installing, configuration, managing, monitoring and pulling reports from the networked printers and multifunction printers throughout your enterprise—regardless of vendor. Xerox also addresses enterprise asset management through compatibility with network management tools for Sun, Novell, Microsoft and other environments.

ColorQube 9201/9202/9203 devices also include CentreWare Internet Services (CWIS), an embedded web server that allows employees and IT personnel to perform detailed status checks on the system and consumables, administer system settings, and manage access and accounting controls via any standard web browser.

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## Environmental Impact

**How does an MFP put you on a path to a greener workplace?** Environmental impact can be assessed in a variety of ways. Does it have a lower total carbon footprint over the product lifecycle? Does it produce less waste? Can you get consistent image quality on environmentally friendly media?

### Solid ink waste vs. laser waste

**Cartridge-free solid ink is a true consumable; no empty toner cartridges to dispose or recycle.**

The ColorQube 9200 series produces **90 percent** less waste during use than a comparable laser device.



Solid Ink = 88 lbs



Laser = 815 lbs

Total waste produced from printing 22,000 pages per month for 4 years.

### How the ColorQube™ 9201/9202/9203 exceeds the environmental impact requirement:

Energy usage is only a small part of a product's total impact to the environment. Experts agree that a product's carbon footprint is a more complete measure of its cradle-to-grave impact on the environment.

Cartridge-free solid ink sticks avoid the excessive packaging of toner cartridges. That means fewer resources are used and less energy is invested in manufacturing and transportation. An independent 3rd party reviewed the life-cycle analysis for the ColorQube 9200 series from manufacturing to end of life. The results? 90 percent less waste in your office and a smaller carbon footprint across the product life cycle\*.

Solid ink stick packaging is made from post consumer waste that can be recycled locally where options are available. Compared to the multiple imaging units required throughout the life of a typical xerographic device, the ColorQube 9200 series has only one customer replaceable component—a long life Cleaning Unit

with an average yield of 200,000 prints. Naturally, it can be recycled through the Xerox Green World Alliance ([www.xerox.com/gwa](http://www.xerox.com/gwa)).

The Intelligent Ready feature on the ColorQube 9200 series minimizes energy use without making you wait for a print. It learns your workgroup's usage patterns and moves to low power mode when you're less likely to need it and restores to print ready level when your office is busy.

Because Solid Ink produces brilliant color on recycled and other environmentally friendly paper—media that other printing technologies have trouble with—the ColorQube 9200 series enables you to make the switch to recycled paper to help meet your company's sustainability initiatives without sacrificing quality. The device also comes standard with two-sided printing and copying, allowing you to cut your paper usage in half. Or, go paperless with powerful scanning features to manage all your office documents electronically.

\* Based on a Xerox conducted and peer-reviewed lifecycle assessment comparing the ColorQube 9203 to a comparable color laser multifunction device.



Sustainability is not just a nice-to-do at Xerox. We view it as a way of doing business, not as a cost of doing business. In fact, Xerox focused on environmental performance and sustainability long before it was popular to do so.

Consider:

- In the 1980s Xerox was the first company to introduce energy-saving power-down features on its equipment, and the first to make two-sided printing a standard on its systems, significantly reducing paper use.
- In the 1990s, Xerox pioneered office equipment remanufacturing and helped shape the EPA's ENERGY STAR program for imaging equipment.
- In 1997, Xerox was an early adopter of ISO 14001, an international standard for environmental management. An early adopter of the new standard, Xerox certified all its major manufacturing sites within a year of the standard's development.

Xerox continues to use innovation and leadership to drive environmental performance through its value chain:

- Since 1991, more than 2 billion pounds of waste have been diverted from landfills through our Product Take-Back and Recycling Program.
- In 2003, Xerox joined the US EPA Climate leaders program and pledged to cut greenhouse gas emissions from worldwide operations by 10 percent from 2002 to 2012. Xerox reached that goal six years early, achieving an 18 percent reduction from the 2002 baseline by the end of 2006. Xerox has set a new goal to reduce total greenhouse gas emissions 25 percent by 2012.
- In 2007, Xerox invented High-Yield Business Paper™, which uses 50 percent fewer trees than conventional paper.

Learn more at:  
[www.xerox.com/environment](http://www.xerox.com/environment).

# Section 1: Evaluating Workgroup Color Multifunction Printers

## Productivity

**In addition to actual print engine speed, consider the factors that affect overall throughput.** Does the device produce color print quality that exceeds expectations? Can important features be used simultaneously, or are employees forced to wait for the MFP to become free? Is the system designed to minimize network traffic? Can MFP functions be monitored from users' desktops and/or at the device?

### **How the ColorQube™ 9201/9202/9203 exceeds the productivity requirement:**

#### **Speed**

The productivity of the ColorQube 9201/9202/9203 multifunction printer starts with default Enhanced mode copy and print speeds of up to 50 ppm black-and-white and 38/45/50 ppm color depending on model. Extra print productivity can be achieved for internal use or short life documents in Fast Color mode with the ability to print up to 85 ppm black-and-white and 60/70/85 ppm color depending on model. Your choice of fast output speeds ensures the right fit for a wide array of office environments and workgroups. Plus, with first-page-out-times ranging from as fast as 7.2 seconds, users won't have to wait long for their jobs to get started, either.

#### **Image quality**

Xerox-exclusive Solid Ink produces outstanding color print quality, with natural vibrancy, glossiness and consistency on virtually any media, including recycled paper. The ColorQube 9201/9202/9203 multifunction printer delivers 2400 Finepoint resolution in High Resolution/Photo mode for exceptionally detailed text and images.

To ensure that printed output meets users' high expectations, Xerox also delivers multiple Page Description Languages (PDLs) including Adobe® PostScript® 3™ and PCL® 5c and PCL® 6 emulation.

#### **Network performance**

Performance isn't limited to raw document feeds and speeds. Every ColorQube 9201/9202/9203 multifunction printer easily handles large, complex print and scan jobs thanks to the device's high-performance 1 GHz processor and 80 GB hard drive.

The ColorQube 9201/9202/9203 devices are easy on your network as well. With RAM collation, files are sent over the network just once no matter how many sets are printed. Job pipelining allows the MFP to process print jobs even if the print engine is busy with an earlier print job—thus optimizing system performance by avoiding delays during job processing.

#### **Concurrency**

The ColorQube controller's advanced design also helps avoid bottlenecks at the front panel. Concurrent operation means you won't have to wait until a long print job is complete to program a fax, scan or copy job. By keeping the front panel available for programming while the print engine is busy, users stay productive and avoid idle time waiting for the MFP. Scan and fax jobs can be programmed and executed without waiting for the print engine to become available, while newly programmed copy jobs will join the job queue and be executed when earlier jobs are completed.

#### **Monitoring system status**

With the ColorQube 9201/9202/9203 devices, up-to-date information on every job—print, copy, scan, email or fax, plus in-depth device information—is always at a user's fingertips. Whether at the device or from the desktop, users can manage documents and jobs through an integrated job queue with a few mouse-clicks or button pushes.

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## Installation and Deployment

**Installing and deploying a fleet of copier/printers and multifunction devices throughout your organization is a potentially time-consuming, complicated process.** The process isn't limited to physically placing the units in their new environments, but also includes integrating the devices with the existing network infrastructure. Also consider the process required to deploy printing and scanning services to your users, and how automated that process can be.

### How the ColorQube™ 9201/9202/9203 exceeds the installation and deployment requirements:

#### Installation

When you choose Xerox, you can rest assured that your equipment will be delivered and installed to your specifications and expectations. The ColorQube 9201/9202/9203 multifunction printer comes standard with 10/100/1000Base-TX Ethernet connection, with features including automatic IP addressing, device naming and Ethernet speed sensing to provide simple and automatic network installation. Management and system setup can be accomplished through a variety of means, including easy wizard-based processes found within Xerox CentreWare® Web. Features such as cloning enable multiple-device installation onto networks with identical settings, eliminating the need to set up each system individually.

#### Deployment

With the ColorQube 9201/9202/9203 multifunction printer, print and scan drivers can be deployed centrally, thereby eliminating the need for IT staff to perform desk-to-desk manual installation of the driver software. CentreWare Web wizards are provided to aid in the processes of installing, troubleshooting and upgrading print and scan drivers for employees, freeing up IT personnel for more pressing projects. Driver support is delivered for Windows (2000/Server 2003/2008/XP/Vista), including most operating systems with 32- and 64-bit drivers; Macintosh OS 10.3 and higher; and multiple UNIX and Linux platforms.

Deployment of multiple units is simple with the ability to “clone” network configurations.

Plus The ColorQube 9201/9202/9203 support two innovative new print drivers that can greatly simplify installing, managing and supporting printers and multifunction devices on the network, and increase end-user productivity:

- Xerox Mobile Express Driver (X-MED)\* makes it easy for mobile users to find, use and manage Xerox and non-Xerox devices in every new location. Plug into a new network, and X-MED automatically

discovers available printers and provides status and capability information. Save a list of “favorite” printers for each location, store application print settings for use on any printer in any network, and greatly reduce mobile support calls to IT.

- Xerox Global Print Driver (X-GPD)\* is a truly universal print driver that lets IT administrators install, upgrade and manage Xerox and non-Xerox devices from a single driver. It provides a consistent, easy-to-use interface for end-users, reducing the number of support calls, and simplifying print services management.

In addition, these drivers provide users with a consistent single interface for all printers, with real-time, dynamic reports of printer status. As a result, users can easily identify the best printer for their needs, quickly choose the correct options and see updated consumables status without the assistance of IT. To learn more, and download X-GPD and X-MED free, visit [xerox.com/global](http://xerox.com/global) and [xerox.com/mobile](http://xerox.com/mobile).

\*Full support for the Xerox Mobile Express Driver and Xerox Global Print Driver will be post-product introduction.

# Section 1: Evaluating Workgroup Color Multifunction Printers

## Versatility

**How many functions can the device perform?** How easy is it to upgrade from basic functions to more advanced functions? Can specific functions be added as requirements grow? Can multiple functions be performed simultaneously?

**How the ColorQube™ 9201/9202/9203 exceeds the versatility requirement:**

### Scanning features

Use your ColorQube 9201/9202/9203 multifunction printer to move, manage, manipulate, capture, repurpose and distribute your documents via email, Internet fax, embedded fax, network server fax or network scanning. Choose the file format (PDF, JPEG, TIFF) and compression (MRC, JBIG2) that works best for you with Xerox optional document distribution services:

- Network Scanning offers a whole new set of choices. This versatile solution lets you send hard copy documents to a wide range of destinations, where they can be integrated into existing networks and client applications, or into customized image capture and workflow management solutions provided by Xerox or by Xerox Business Partners.
- **Scan to Applications/Network File Server** makes large volumes of hard copy available to anyone on your network.
- **Scan to Searchable PDF** makes scanned content available to search engines.

- **Scan to Mailbox** stores scanned images on the device's hard drive, for retrieval via web browser.
- **Scan to Repository/Digital Archive** moves documents into electronic filing systems for easy access.
- **Scan to Home** sends scanned images directly to a user's personal directory, such as "My Computer," using the authenticated user's credentials to gain access.
- **Scan to Email/Distribution List** includes LDAP functionality, for integration with corporate email directories.
- **Scan to Electronic Document Management System** makes sure your documents are secure and easy to access.
- **Optional Scan to PC Desktop®** software sends hard copy directly to a PC desktop where it can be easily moved into word processing applications, spreadsheets and databases for editing, distribution and storage.
- **Optional Xerox SMARTsend®** software makes routing and distributing scanned files easy.

### Fax features

- **Network Server Fax** gives you an integrated solution that maximizes your network fax investment. It's as easy as walk-up copying. Maintain central management and control of your fax server while providing versatile walk-up fax input and output options at your ColorQube device, including two-sided scanning and printing, stapling and even secure printing of your fax documents. There is no need for a separate telephone line, and there are fewer devices and supplies to maintain. Visit the Xerox Partner web site for a complete listing of Xerox validated network server fax providers.
- **Internet Fax** to any remote internet fax terminal, including another ColorQube device. Internet Fax takes advantage of your existing network and integrates easily with your email server, eliminating costly long-distance charges. You can receive and print documents sent from any compliant Internet Fax device or email client, allowing more effective use of assets and reducing the number of devices on your network.

- **Embedded Fax** (1-line or 2-line options) is the solution for traditional telephone fax workflows. With the Embedded Fax feature you can fax while printing or copying and eliminate separate fax machines. The dual-line option enables concurrent sending and receiving. Print faxes on special paper, or have them stapled. Use the secure fax feature for faxes that are for your eyes only.
- **LAN Fax** makes faxing electronic files as easy as printing. LAN Fax saves you the time and hassle of printing documents to be faxed by allowing you to fax the document electronically via the ColorQube 9201/9202/9203 print driver.

### Print features

Powerful print features are accessed primarily through the bidirectional print driver which allows users to easily build their jobs by selecting paper types, finishing options, security settings and more in-depth features such as page-level programming for jobs including covers, special colored pages, and more. The print driver supports both PCL® and PostScript® printing with the same interface and users can view job status, supplies and system settings, and troubleshooting information as well.

### Copy features

Concurrent processing in the ColorQube 9201/9202/9203 multifunction printer means users can scan the next copy job, even while the print engine is busy, keeping lines from forming at the

machine during periods of heavy use. The powerful and easy-to-use front panel allows for granular programming of copy jobs and includes features such as sample set, mixed-size originals, and the ability to work around jobs that require media not currently loaded into the system.

### Xerox Extensible Interface Platform™ (EIP)

Xerox EIP is a software platform inside the ColorQube 9201/9202/9203 multifunction printer that enables personalized solutions users can access right from the device touch screen. These applications can leverage your company's existing databases and meet your specific business challenges.

### Users benefit from simplified and personalized workflows.

- Simplify user experience. A user swipes his or her company ID badge at the device, and an EIP solution can present user-specific print jobs, workflows and settings on the touch screen.
- A new employee becomes productive immediately; instead of needing to learn a complex order fulfillment sequence, he or she simply scans in a paper order, presses a button on the touch screen, and the EIP application correctly routes the order.

### Get more out of your hardware and infrastructure investment.

- EIP applications leverage your existing databases and systems. This two-way communication allows you to query your databases and choose the appropriate customer or project folder when storing a scanned document.

- Reduce abandoned print jobs and increase productivity. Send documents to a virtual queue and an EIP application can let you log onto any available device on the network to print your job.

### IT professionals enjoy ease of integration.

- Managing applications across a fleet of devices is easy. Make updates at the server level and those changes become live on all EIP-devices on the network, regardless of location or product model, eliminating the need to load software on each individual device.
- Use active directory to provide various departments and groups access to certain features and personalized scanning workflows.

### In-house developers can tailor applications to address unique needs.

- Build user-friendly touch screen interfaces that work the way your business works.
- EIP is based on web standards such as HTML, CSS, XML and JavaScript, speeding programming and making new application development fast and easy.

# Section 1: Evaluating Workgroup Color Multifunction Printers

## Versatility

### Upgradability/Extensibility

Upgrade as your needs change and add more powerful document distribution capabilities such as network scanning, email or additional faxing or network accounting capabilities. You can also add paper handling and finishing options to extend the functionality of your MFP system.

### Media support and capacity

The ColorQube™ 9200 series comes standard with 3,300-sheet paper capacity from Trays 1-3 and the Bypass tray. For high-volume printing, a High Capacity Feeder option increases the total capacity to 7,300 sheets.

A wide range of paper sizes and weights are supported. Paper sizes up to 12 x 18 inch (330 x 483 mm) are

supported through the bypass tray. Labels and card stock run effortlessly with great reliability. All trays support media up to 80 lb. cover (220 gsm). Save money by bringing outsourced work in-house with the media and finishing flexibility of the ColorQube 9201/9202/9203 multifunction printer.

### Finishing features

ColorQube 9201/9202/9203 devices allow multiple choices to ensure you get the right set of finishing features for the documents users produce on a regular basis. When purchasing a ColorQube 9201/9202/9203 device, you can choose from:

#### Finishing Options



**Offset Catch Tray:**

- 500-sheet stacking
- Offset stack



**Office Finisher:**

- 2,000-sheet stacking plus 250-sheet top tray
- 50-sheet multiposition stapling
- Optional hole-punching



**High Volume Finisher (HVF):**

- 3,000 sheets plus 250-sheet top tray
- 100-sheet multiposition stapling
- Optional hole-punching



**HVF with Booklet Maker:**

- 3,000 sheets plus 250-sheet top tray
- Adds up to 15 sheet booklet making with saddle-stitch, 100-sheet multiposition stapling, V-folding
- Optional hole-punching



**Z-Fold/C-Fold unit:**

- Adds letter-size C- and Z-folding



**Post Process Inserter:**

- Adds preprinted inserts



# Section 1: Evaluating Workgroup Color Multifunction Printers

## Security Capabilities

**What type of security requirements does your office require?** Does the device have the security features to meet this demand? Can device access be password protected? Does the device remove latent images on disk drives and in memory? Does the MFP vendor participate in third-party testing and certification?

### How the ColorQube™ 9201/9202/9203 exceeds the security requirement:

#### Integrated security

Xerox is committed to the security of its products and takes a unique approach to security within the document industry: Xerox believes security should be built in as a core component of the MFP system and its controller.

ColorQube 9200 Series color multifunction printers offer built-in security features for physical and network-based access controls, user authentication, usage tracking, file encryption, and file deletion to fully comply with the IT organization's information security policies. This is accomplished through intelligent design architecture that complies with stringent industry security standards and increasing regulations in the government, military, health care (HIPAA), legal (Sarbanes-Oxley), financial (Gramm-Leach-Bliley Act) and pharmaceutical (FDA 21 CFR Part 11) sectors. The security capabilities of the

ColorQube 9201/9202/9203 multifunction printer can be further extended with solutions from Xerox Business Alliance Partners.

Security features of the ColorQube 9201/9202/9203 multifunction printer include:

- **802.1x Support** – Ensures devices connected to the network are properly authorized.
- **Analog Fax and Network Isolation** – Controller architecture isolates the fax telephone line and the network connection to foil incoming attacks.
- **Authentication**
  - **System Administrator Authentication** – The ColorQube 9201/9202/9203 multifunction printer allows access to administrative web pages to be restricted to authorized employees. Device Access Password Protection further restricts access to device setup screens and remote network settings.
  - **Network Authentication** – Manage access to copy, scan, email and fax features by validating network user names and passwords.
- **Firewall** – Restricts access via IP Address Filtering, Domain Filtering and Port Blocking.
- **Image Overwrite Security** – Electronically erases data that has been processed to the hard disk in print, copy, scan, and fax modes using a three-pass algorithm specified by U.S. Department of Defense Directive 5200.28-M at regular, pre-selected times.
- **Audit Log** – Permits tracking of activity at the device, satisfying the needs of organizations that must provide logging of the transfer of Personally Identifiable Information per regulations like HIPAA, Sarbanes-Oxley, Gramm-Leach-Bliley Act and more.
- **IPv6 Support** – Built-in support for networks utilizing the IPv6 standard.
- **Hide Print Job Name in Queue** – Hides or obscures document names when the job queue is viewed from the front panel or via CentreWare® IS.

# Section 1: Evaluating Workgroup Color Multifunction Printers

## Security Capabilities

- **LDAP Authentication/Secure LDAP** – Adds ability to configure LDAP requests to only people with user IDs are sent to and authenticated by the LDAP server.
- **IP Filtering** – Prevents unauthorized network access based on IP address or port number.
- **Print Channel Encryption** – Delivering secure communication via IPSec.
- **Secure Data Protocols** – The ColorQube™ 9201/9202/9203 multifunction printer supports HTTPS, enabling CentreWare® Internet Services setup via industry standard Secure Sockets Layer (SSL) technology.
- **Secure Print** – Unlimited Secure Print holds jobs at the device until the owner releases them with the PIN code.
- **Secure Scanning and Network Management** – Includes support for SNMPv3 and HTTPS.
- **User Data Encryption** – Files saved to and read from the ColorQube 9201/9202/9203 multifunction printer's hard drive are encrypted.
- **Smart Card technology** – Support for the optional Xerox Secure Access and Common Access Card (CAC)\* system—the Smart Card technology used by the U.S. Department of Defense—protect against unauthorized access. With CAC, users can be authenticated using a two-factor identification system — including both card-based identification and a personal identification number entered at the device user interface — to gain access to the walkup features at the device and the network.

Device usage can be closely tracked with Xerox Standard Accounting features, which can provide audit log reports showing print, copy, scan and fax events with time stamps.

The optional Foreign Device Interface Kit offers access and accounting via magnetic card readers, coin devices, and third-party accounting solutions.

### Third-party certification

Xerox has a proven track record of participation and compliance with emerging government security standards and third-party testing and certification. The prime example of the Xerox commitment is our participation in the Common Criteria Certification process: Xerox submits its products, along with highly structured statements of the product's information security capabilities, for validation by an independent, government-sponsored laboratory. Certification is a costly, rigorous, time-consuming process. The ColorQube 9201/9202/9203 multifunction printer will be submitted for certification shortly after public availability. Xerox currently has more MFP products certified than any vendor in the industry.

\*Available in U.S. only.

For more information regarding Xerox security, visit: [www.xerox.com/security](http://www.xerox.com/security)

# Section 1: Evaluating Workgroup Color Multifunction Printers

## Reliability

### Office productivity relies on tools that do their jobs day in and day out.

Consider how often you need to intervene to replace paper or other consumables or to clear jams. How easy is that intervention, and how long is the device typically down? If outside assistance is required, how easy is it to schedule and how long do you have to wait? Is the device a reliable network citizen? Has it been tested and certified by independent industry participants?

#### How the ColorQube™ 9201/9202/9203 exceeds the reliability requirement:

##### Day-to-day reliability

Xerox introduced its first Solid Ink printer in 1991. In the years since, Xerox Solid Ink printers and MFPs have come to be regarded as some of the industry's most reliable color printing solutions.

ColorQube 9201/9202/9203 multifunction printers build on our Solid Ink expertise, providing maximum device uptime. And because the ColorQube 9200 Series has been engineered with simple paper paths and minimal moving parts, the devices help optimize day-to-day reliability.

With a possible maximum paper capacity of up to 7,300 sheets, ColorQube 9201/9202/9203 devices can also drastically reduce paper-reloading interruptions. Plus, Xerox SMart Kit™ technology helps minimize downtime by predicting when critical parts will fail and alerting you to order replacements. Besides the ink sticks, the one customer replaceable unit is a long-life cleaning unit, which is as simple to replace as the ink sticks themselves.

Further, a ColorQube 9201/9202/9203 multifunction printer can diagnose potential problems and fix them ahead of time, reducing maintenance and service calls. CentreWare alerts can be configured to automatically inform IT staff of an interruption in service. In the event a print-head jet becomes clogged, the other adjacent jets automatically compensate for it so the device can remain in use until the problem self fixes during its calibration process. No service call is required.

##### Service/support

Building on the reliability engineered into the ColorQube 9201/9202/9203 devices, Xerox has trained and developed

a sophisticated service-delivery network capable of maintaining your equipment, addressing issues users may encounter, and training IT staff and employees on how to get the most out of the equipment.

##### Certifications

ColorQube 9201/9202/9203 multifunction devices have been evaluated for functionality and quality by a number of independent entities and have been awarded the following certifications:

- FCC Class A Compliant (U.S.), DOC Class A Compliant (Canada)
- CB Certified (IEC 60950-1/EN 60950-1)
- 2004/108/EC
- 2006/95/EC
- 99/5/EC
- Windows Hardware Quality Labs
- ENERGY STAR qualified
- Submitted for Full System Common Criteria (ISO 15408) certification

# Section 2: Introducing the Xerox ColorQube 9201/9202/9203 Multifunction Printer

## Product Overview

**In the business world, nothing's really black and white.** That's why you need color—to clarify, to emphasize, to stand out. And now, for the first time, color is priced right for any office. Bring your business to life with everyday color. And dramatically lower the cost of color printing with the Xerox ColorQube™ 9200 series multifunction printer.



### Great color for a great price

- Xerox solid ink technology delivers benchmark, attention-grabbing color that's naturally glossy, saturated and remarkably consistent.
- Xerox Hybrid Color plans put users in control of per-page costs, letting them choose the plan that makes the most sense to their business - a unique Xerox offering that no competitor matches.
- Color print and copy speeds up to 50 ppm keep pace with busy office workloads.
- Fast Color mode increases the print speed to 85 ppm — perfect for internal use or short-life documents.
- Top-quality finishing options that include everything from basic stacking and stapling to advanced folding, hole-punching and booklet making.
- One customer-replaceable unit, a long-life cleaning unit with an average yield of 200,000 prints, means users will never have to worry about fusers or imaging units typically found in laser devices.

## Easy to use

- A new benchmark in office efficiency, the Xerox 9201/9202/9203 multifunction printer combines 20 years of solid ink development with Xerox workgroup MFP expertise.
- Xerox solid ink sticks are cartridge free and each color is uniquely shaped for easy drop-in loading. The unique ability to top off ink while running means you can have over 55,500 prints at all times.
- Embedded help videos offer quick troubleshooting assistance right at the front panel, while the illuminated paper path makes occasional access fast and easy.
- Includes all the latest Xerox technology advantages, including easy installation and compatibility with the Global Print Driver\*, as well as customized workflows and applications with Extensible Interface Platform (EIP).

## Cartridge-free and environmentally responsible

- Cartridge-free solid ink sticks avoid the excessive packaging of toner cartridges. That means fewer resources are used and less energy is invested in manufacturing and transportation. The results? 90% less waste in your office and a smaller carbon footprint across the product life cycle\*\*.
- Get the same vibrant color on high yield or recycled paper, with automatic two-sided printing and copying to reduce paper usage.
- Intelligent Ready feature saves energy and time by learning office print habits and adjusting its warm-up times accordingly.
- Meets stringent 2009 Energy Star standards for reduced power consumption.

\* Full support for the Xerox Global Print Driver will be post-product introduction.

\*\*Based on a Xerox conducted and peer reviewed lifecycle assessment comparing a solid ink device to a comparable color laser device.

# Section 3: Technical Specifications, Supplies and Support Resources

## Configuration Summary

The following sections provide details about the various ColorQube™ 9201/9202/9203 configurations, available options and supplies, and more helpful information.

|   | ColorQube 9201   | ColorQube 9202   | ColorQube 9203                            |
|---|--|--|---|
| <b>Speed</b><br>Copy / Print                    | Up to 38 ppm color / 50 ppm black-and-white  | Up to 45 ppm color / 50 ppm black-and-white              | Up to 50 ppm color / black-and-white      |
| Flexible print speeds                           | From 30-60 ppm color /<br>From 38-85 ppm black-and-white   | From 35-70 ppm color /<br>From 38-85 ppm black-and-white | From 38-85 ppm color /<br>black-and-white |
| <b>Duty Cycle</b>                               | 150,000 pages / month  | 225,000 pages / month                                    | 300,000 pages / month                     |
| <b>Device Memory</b>                            | 2 GB RAM, 80 GB Hard drive, 1 GHz processor  |  |   |
| <b>Paper Handling</b><br>Paper input – Standard | Duplex Automatic Document Feeder: 100 sheets<br>Trays 1–2: 550 sheets each; Size: Custom sizes: 5.5 x 8.3 to 11 x 17 in. / A5 to A3<br>Tray 3: 2,100 sheets; Size: 8.5 x 11 in. / A4<br>Bypass Tray: 100 sheets; Size: Custom sizes: 4.1 x 8.3 to 12.6 x 18 in. / 104 x 210 to 320 x 457 mm<br>Media Weights: All input trays 16 lb bond to 80 lb cover (60 to 220 gsm)  |  |   |
| Paper input – Optional                          | High Capacity Feeder (HCF): 4,000 sheets; Size: 8.5 x 11 in. / A4<br>HCF Kits (HCF required): 2,000 sheet 11 x 17 in./A3 Short Edge Kit or 2,000 sheet Letter/Legal/A4 Short Edge Kit  |  |   |
| <b>Finishing options</b>                        | Offset Catch Tray (OCT)<br>Office Finisher: 250-sheet top tray, 2,000-sheet stacker tray, 50-sheet multiposition stapling, 2, 3 or 4-hole punching (optional)<br>High Volume Finisher: 250-sheet top tray, 3,000-sheet stacker tray, 100-sheet multiposition stapling, 2, 3 or 4-hole punching (optional)<br>High Volume Finisher w/ Booklet Maker: 250-sheet top tray, 3,000-sheet stacker tray, 100-sheet multiposition, stapling, saddle-stitch booklet maker, V-folding, 2, 3 or 4-hole punching (optional)<br>Z Fold/C Fold Unit with HVF w/Booklet Maker: adds letter / A4-size Z- and C-folding<br>Post Process Inserter with HVF and HVF w/Booklet Maker: adds preprinted inserts<br>Convenience Stapler |  |   |
| <b>Print</b><br>First page out time             | As fast as 7.2 seconds   |  |   |
| Resolution (max)                                | 2400 Finepoint resolution  |  |   |
| Page description languages                      | PCL® 5c, PCL 6 emulation, Adobe® PostScript® 3™  |  |   |
| Connectivity                                    | 10/100/1000 Base-TX Ethernet   |  |   |
| Print features                                  | Delay, Sample and Secure Print, Simultaneous rip/receive, Program Ahead, Queue-process and transmit, Bi-directional print drivers, Page-level programming, Embedded Web Server for remote control/monitor/setup, Job monitoring at device and at desktop   |  |   |
| <b>Copy</b><br>First page out time              | As fast as 8.1 seconds   |  |   |
| Resolution (max)                                | 600 x 600 dpi  |  |   |
| Copy features                                   | Automatic two-sided, auto reduction and enlargement (25%–400%), auto paper select, auto tray switching, auto color selection, mixed-sized originals, booklet creation, image quality enhancements, Build Job, book copying, transparencies with dividers and sets, multi-up, invert image, covers, annotation and Bates™ stamping, inserts, proof set  |  |   |
| <b>Scan</b><br>Scan speed (with DADF)           | 51 ppm color / 75 ppm black-and-white  |  |   |
| Scan features                                   | Network scanning, Scan to Home, Scan to Mailbox, Scan to email, Scan to searchable PDF, PDF/A and XPS  |  |   |
| Scan options                                    | Scan to PC Desktop®, SMARTsend, EIP-based scan solutions (thru 3rd party)  |  |   |
| <b>Fax</b><br>Standard                          | Internet Fax, Server Fax   |  |   |
| Optional  | Walk-up PSTN Fax (one-line and two-line options), LAN Fax  |  |   |
| <b>Security</b>                                 | Secure Fax, Secure Print, Audit Log, Secure Workflows, 802.1x, SNMP V3, Network Authentication, Device Access Password Protection, IP Filtering, Disk Image Overwrite  |  |   |
| <b>Accounting</b>                               | Xerox Standard Accounting (Copy, Print, Scan, Fax, Email), Network Accounting (thru 3rd party) Foreign Device Interface (optional)   |  |   |



# Section 3: Technical Specifications, Supplies and Support Resources

## Specifications

|  |   |  |                     |                   |                     |                     |
|--|---|--|---------------------|-------------------|---------------------|---------------------|
|  | Specifications  |  |                     |                   |                     |                     |
| Device Management                          | Xerox CentreWare® Web, Xerox CentreWare IS<br>Xerox CentreWare for Unicenter® TNG®, Novell NDPS/NEPS, Tivoli® Netware®, HP® OpenView®   |  |                     |                   |                     |                     |
| Print Driver Support                       | Microsoft Windows® — 2000, XP(32 and 64 bit), Server 2003/2008 (32 & 64 bit), Vista (32 and 64 bit), Windows Walk-up (PS),<br>Microsoft Certified (32 bit and 64 bit)<br>Apple Mac OS® — 10.3 and higher  |  |                     |                   |                     |                     |
| Media Handling Supported Sizes and Weights | Standard Trays:<br>• Trays 1 and 2 — 550 sheets each, 5.5 x 8.5 in. SEF to 11 x 17 in. SEF (A5/148 x 210 mm to A3/297 x 420 mm), 16 lb. bond to 80 lb. cover (60 to 220 gsm)<br>• Tray 3 — 2,100 sheets, 8.5 x 11 in. LEF (A4/210 x 297 mm), 16 lb. bond to 80 lb. cover (60 to 220 gsm)<br>• Bypass Tray — 100 sheets, custom sizes from A5/8.5 x 5.5 in. / #10 Envelope SEF to SRA3 / 12 x 18 in. SEF, 16 lb. bond to 80 lb. cover (60 to 220 gsm)<br><br>Optional High-Capacity Feeder:<br>• 4,000 sheets, 8.5 in. x 11 in. (A4), 16 lb. bond to 80 lb. cover/120 lb. index (60 to 220 gsm)<br><br>High-Capacity Feeder Kits (HCF required):<br>• 2,000-sheet Short Edge Kit, 11 x 17 in. / A3, 16 lb. bond to 80 lb. cover (60 to 220 gsm); or<br>• 2,000-sheet Letter / Legal / A4 Short Edge Kit, 16 lb. bond to 80 lb. cover (60 to 220 gsm) |  |                     |                   |                     |                     |
| Operating Environment                      | Required Temperature Range: 50° to 90° F (10° to 28° C)<br>Required Relative Humidity: 5% to 85%  |  |                     |                   |                     |                     |
| Electrical                                 | Power (North America): 110 to 127 VAC, 50/60 Hz<br>Power (Europe): 220 to 240 VAC, 50/60 Hz<br>Power Consumption:<br>• Running: 750 watts<br>• Standby Mode: 360 watts<br>• Low Power Mode: 200 watts<br>• Sleep Mode: 113 watts<br>• 2009 ENERGY STAR® qualified<br>Warm-Up Time:<br>• From Low Power: 47 sec.; From Sleep: 3 min 30 sec.<br>• The Intelligent Ready power management feature learns the unique print usage patterns of an office so the device will be in ready mode when needed and automatically go into lower power modes when not needed. This feature maximizes energy efficiency and results in pages being generated in as fast as 7.2 seconds.  |  |                     |                   |                     |                     |
| Dimensions                                 | Width   |  | Depth               | Height            | Weight              |                     |
|  | IOT with Offset Catch Tray (OCT)  |  | 55 in. (1,398 mm)   | 28.4 in. (722 mm) | 45.5 in. (1,156 mm) | 501 lbs. (227 kg)   |
|  | With OCT and High Capacity Feeder   |  | 64 in. (1,618 mm)   | 28.4 in. (722 mm) | 45.5 in. (1,156 mm) | 567 lbs. (257 kg)   |
|  | With Office Finisher  |  | 63 in. (1,601 mm)   | 28.4 in. (722 mm) | 45.5 in. (1,156 mm) | 562.2 lbs. (255 kg) |
|  | With High Volume Finisher   |  | 82.4 in. (2,093 mm) | 28.4 in. (722 mm) | 45.5 in. (1,156 mm) | 687 lbs. (311.5 kg) |
|  | With High Volume Finisher with Booklet Maker, Post Process Inserter and Z-Fold/C-Fold Unit  |  | 96.2 in. (2,443 mm) | 28.4 in. (722 mm) | 45.5 in. (1,156 mm) | 813 lbs. (368.8 kg) |
| Agency Approvals                           | FCC Class A Compliant (U.S.), DOC Class A Compliant (Canada)<br>CB Certified (IEC 60950-1/EN 60950-1)<br>2004/108/EC<br>2006/95/EC<br>99/5/EC<br>Windows Hardware Quality Labs<br>ENERGY STAR qualified<br>Submitted for Full System Common Criteria (ISO 15408) certification  |  |                     |                   |                     |                     |

# Section 3: Technical Specifications, Supplies and Support Resources

## Specifications

| Supplies    | Specifications - continued            |                            |                        |
|-------------|---------------------------------------|----------------------------|------------------------|
|             | Description                           | Details                    | Part Number            |
|             | Cartridge-Free Ink Sticks             | 4 sticks Black (Sold)      | 108R00832              |
|             |                                       | 4 sticks Cyan (Sold)       | 108R00829              |
|             |                                       | 4 sticks Magenta (Sold)    | 108R00830              |
|             |                                       | 4 sticks Yellow (Sold)     | 108R00831              |
|             |                                       | 4 sticks Black (Metered)   | 108R00836              |
|             |                                       | 4 sticks Cyan (Metered)    | 108R00833              |
|             |                                       | 4 sticks Magenta (Metered) | 108R00834              |
|             |                                       | 4 sticks Yellow (Metered)  | 108R00835              |
|             | Staple Cartridge<br>Staple Refills    | Office Finisher            | 008R12964<br>008R12941 |
|             | 50 sheet Cartridge<br>Staple Refills  | High Volume Finisher       | 008R12919<br>008R12920 |
| SMart Kits® | 100 sheet Cartridge<br>Staple Refills | High Volume Finisher       | 008R12912<br>008R12898 |
|             | Staple Refills                        | Booklet Maker (for HVF)    | 008R12897              |
|             | Staple Refills                        | Convenience Stapler        | 008R12941              |
|             | Cleaning Unit                         |                            | 108R00841              |

### Configuration Options



# Section 3: Technical Specifications, Supplies and Support Resources

## Support and Additional Information Sources

### Unrivaled service and support

Behind every Xerox product is a large network of customer support that's unrivaled in the industry and available when you need it. Xerox service professionals use leading-edge technologies to keep you up and running. They're even linked to the engineers who designed your product, so you can be confident when you choose Xerox. And genuine Xerox supplies are always readily available.

### Total satisfaction guaranteed

The exclusive Xerox Total Satisfaction Guarantee, recognized as unique in the industry, covers every ColorQube™ device that has been continuously maintained by Xerox or its authorized representatives under a Xerox express warranty or Xerox Maintenance agreement. You decide when you're satisfied.

### Xerox Office Services Support

#### Asset Management Services

- **Asset Optimization and Tracking** – Process and tools to optimize an enterprise's office output infrastructure and reduce hard costs.
- **Break-Fix Management** – Single point of ownership and management for break-fix service of all brands of office output devices, regardless of manufacturer.
- **Supplies Management** – Process and tools to procure, monitor and replenish all document-related supplies proactively.

#### Imaging and Output Management Services

- **Output Management** – Single point of management of office output from all output devices, regardless of manufacturer.
- **Image Capture and Workflow** – Cost-efficient solutions for capturing, managing, retrieving and distributing information into digital repositories.

#### Support Services

- **Technology Procurement and Deployment** – A creative and flexible end-to-end print/computer product acquisition solution that uses a single-point-of-contact model while lowering the total cost of acquisition.
- **Help Desk Services** – A broad range of enterprise services, managed through a centralized single point of contact and delivered through either an on-site or off-site model.
- **End User Services** – Microsoft software implementation, IT project consulting, and customer education.

#### Access Managed Services

**Student and Library Patron Access** — Custom designed and implemented customer-managed solutions.

### Additional Information Sources

#### ColorQube 9201/9202/9203

##### Front Panel:

The front panel offers tools and information pages to help with machine setup, feature selections, operational problems, media feed and supply issues.

##### Customer Documentation:

- Installation Guide
- Quick Use Guide
- Software and Documentation CD-ROM
- Warranty Booklet

##### On the Web:

Visit [www.xerox.com/office](http://www.xerox.com/office) for:

- Product, supplies, and support information
- Downloading drivers
- Finding your local reseller
- Online documentation

Visit [www.xerox.com/office/support](http://www.xerox.com/office/support) for:

Support and service information, including the same troubleshooting Knowledge Base used by Xerox Customer Support staff to provide the latest technical information on:

- Application issues
- Errors
- Print-quality issues
- Troubleshooting

# Section 3: Technical Specifications, Supplies and Support Resources

## Support and Additional Information Sources

**MFPs often look the same from the outside.** Based on a quick look at speeds, feeds, and print resolution specifications, it is tempting to conclude that most MFPs are basically equal. We invite you to evaluate the ColorQube™ 9201/9202/9203 series using these criteria, and compare the cost savings, ease of use and environmental impact of these products against their closest competitors. We believe you'll find that the ColorQube 9201/9202/9203 series offers a unique set of features, delivers exceptional benefits, and will exceed your expectations.

|   | Color Costs                |              |              |
|---|----------------------------|--------------|--------------|
|   | ColorQube 9200 Series      | Competitor 1 | Competitor 2 |
| No more paying expensive full color prices for small amounts of color     | ✓                          |              |              |
|   | Ease of Use and Management |              |              |
|   | ColorQube 9200 Series      | Competitor 1 | Competitor 2 |
| Device Yield (Black)  | 60,000 prints              |              |              |
| Device Yield (Color)  | 55,500 prints              |              |              |
| Top off ink while run   | ✓                          |              |              |
| Intelligent Ready: Device learns usage patterns and is ready when you are | ✓                          |              |              |
| Help videos offer quick troubleshooting assistance                        | ✓                          |              |              |
| Illuminated paper path makes occasional access fast and worry-free        | ✓                          |              |              |
| Consistent UI layout across portfolio                                     | ✓                          |              |              |
| Automatic supplies replenishment  | ✓                          |              |              |
| MeterAssistant automatically submits meter reads                          | ✓                          |              |              |
|   | Environmental Impact       |              |              |
|   | ColorQube 9200 Series      | Competitor 1 | Competitor 2 |
| Cartridge-free ink  | ✓                          |              |              |
| Compact supplies storage  | 24 lbs. / 100,000 prints   |              |              |
| Minimal waste   | 8 lbs. / 100,000 prints    |              |              |
| Consumable packaging made from 100% post consumer waste                   | ✓                          |              |              |
| # of Customer Replaceable Units   | 1                          |              |              |
| Naturally glossy and vibrant prints on environmentally preferable media   | ✓                          |              |              |

|  | Productivity                |              |              |
|--|-----------------------------|--------------|--------------|
|  | ColorQube™ 9200 Series      | Competitor 1 | Competitor 2 |
|  | Up to 60/70/85 ppm          |              |              |
| Color Print Speed  | Up to 60/70/85 ppm          |              |              |
| Black and white print speed  | Up to 85 ppm                |              |              |
| Multitasking operation different tasks simultaneously maximizing efficiency  | ✓                           |              |              |
|  | Installation and Deployment |              |              |
|  | ColorQube 9200 Series       | Competitor 1 | Competitor 2 |
|  | ✓                           |              |              |
| Device Install Wizard  | ✓                           |              |              |
| Clone network configuration  | ✓                           |              |              |
| Global Print Driver: Single print driver for IT to deploy and manage products regardless of manufacturer               | ✓                           |              |              |
| Mobile Express Driver: Single print driver for mobile workers to print to network printers, regardless of manufacturer | ✓                           |              |              |
| Energy Star qualified  | ✓                           |              |              |
|  | Versatility                 |              |              |
|  | ColorQube 9200 Series       | Competitor 1 | Competitor 2 |
|  | ✓                           |              |              |
| Scan to Searchable PDF, PDF/A and XPS  | ✓                           |              |              |
| Personalized solutions on the UI   | EIP enabled                 |              |              |
| Booklet Making option  | ✓                           |              |              |
| Z-/C-fold option   | ✓                           |              |              |
| Post Process Inserter option   | ✓                           |              |              |
|  | Security                    |              |              |
|  | ColorQube 9200 Series       | Competitor 1 | Competitor 2 |
|  | ✓                           |              |              |
| Full System Common Criteria certified  | ✓                           |              |              |
| CAC enablement option  | ✓                           |              |              |
| Secure Access option   | ✓                           |              |              |







For more information about the Xerox ColorQube™ 9201/9202/9203 please contact your Xerox sales representative, call **1-800-ASK-XEROX** or visit us on the web at **[www.xerox.com/office](http://www.xerox.com/office)**.



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